

Sales and Inventory Report
Category - Residential
Statistics for Entire MLS from 8/1/2008 - 7/31/2012

Charlottesville MSA - provided by Jim
Duncan, RealCentralVA.com -
434-242-7140

Category:1
Area:01,05,08,10,13

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2008	207	\$90,120,069	\$467,225	\$435,362	\$294,500	100	130	93.18%	2583	12.47
September	2008	179	\$59,846,140	\$351,982	\$334,335	\$257,732	110	135	94.98%	2487	13.89
October	2008	140	\$53,128,327	\$406,883	\$379,488	\$275,000	120	147	93.26%	2479	17.70
November	2008	96	\$39,981,351	\$443,483	\$416,472	\$295,150	116	144	93.90%	2399	24.98
December	2008	121	\$48,940,825	\$433,956	\$404,469	\$281,000	117	152	93.20%	2295	18.96
January	2009	72	\$24,550,638	\$353,273	\$340,981	\$289,950	91	124	96.52%	2238	31.08
February	2009	101	\$39,194,500	\$405,908	\$388,064	\$267,000	150	148	95.60%	2360	23.36
March	2009	132	\$47,673,535	\$377,341	\$361,163	\$257,569	132	144	95.71%	2480	18.78
April	2009	135	\$44,594,590	\$355,865	\$330,330	\$225,000	135	160	92.82%	2614	19.36
May	2009	199	\$65,739,242	\$347,921	\$330,347	\$281,440	109	152	94.94%	2685	13.49
June	2009	261	\$77,392,719	\$309,450	\$296,523	\$247,000	100	128	95.82%	2637	10.10
July	2009	296	\$104,032,550	\$376,399	\$351,461	\$274,000	106	135	93.37%	2580	8.71
Annual:		1939	\$695,194,486	\$380,334	\$358,532	\$269,999	113	140	94.26%	2486	15.38

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2009	216	\$71,509,345	\$347,677	\$331,061	\$275,000	108	144	95.22%	2557	11.83
September	2009	174	\$54,737,977	\$329,585	\$314,586	\$277,130	96	121	95.44%	2519	14.47
October	2009	167	\$53,349,297	\$344,644	\$319,456	\$230,000	115	147	92.69%	2494	14.93
November	2009	206	\$61,717,790	\$309,794	\$299,600	\$260,832	128	161	96.70%	2399	11.64
December	2009	152	\$63,516,039	\$445,005	\$417,868	\$264,632	105	138	93.90%	2263	14.88
January	2010	106	\$29,478,043	\$294,037	\$278,094	\$229,447	110	158	94.57%	2146	20.24
February	2010	108	\$35,233,114	\$348,435	\$326,232	\$272,450	137	190	93.62%	2238	20.72
March	2010	147	\$47,416,947	\$342,946	\$322,564	\$249,000	140	166	94.05%	2404	16.35
April	2010	193	\$66,176,660	\$360,934	\$342,884	\$266,265	128	167	94.99%	2642	13.68
May	2010	257	\$74,322,293	\$299,080	\$289,191	\$250,390	104	136	96.69%	2690	10.46
June	2010	345	\$115,035,495	\$342,811	\$333,436	\$272,000	83	106	97.26%	2717	7.87
July	2010	183	\$64,480,035	\$366,698	\$352,349	\$285,000	111	156	96.08%	2704	14.77
Annual:		2254	\$736,973,035	\$342,756	\$326,962	\$262,657	110	144	95.39%	2481	13.20

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2010	190	\$59,533,233	\$327,441	\$313,332	\$248,000	112	154	95.69%	2626	13.82
September	2010	172	\$53,369,607	\$325,921	\$310,288	\$256,500	96	125	95.20%	2612	15.18
October	2010	135	\$55,106,993	\$425,300	\$408,199	\$265,000	113	156	95.97%	2539	18.80
November	2010	164	\$59,791,869	\$394,273	\$364,584	\$260,200	110	144	92.47%	2353	14.34
December	2010	174	\$56,432,718	\$342,357	\$324,325	\$235,000	118	147	94.73%	2178	12.51
January	2011	130	\$45,366,595	\$376,168	\$348,973	\$225,000	128	154	92.77%	2038	15.67
February	2011	112	\$32,197,452	\$305,150	\$287,477	\$258,095	148	212	94.20%	2149	19.18
March	2011	160	\$47,244,080	\$309,307	\$295,275	\$232,000	132	172	95.46%	2311	14.44
April	2011	205	\$72,395,245	\$370,193	\$353,147	\$260,000	131	168	95.39%	2499	12.19
May	2011	222	\$64,668,824	\$303,529	\$291,301	\$251,777	98	127	95.97%	2562	11.54
June	2011	291	\$89,936,375	\$325,211	\$309,059	\$250,000	101	133	95.03%	2566	8.81
July	2011	196	\$58,195,281	\$312,145	\$296,914	\$245,800	95	120	95.12%	2529	12.90
Annual:		2151	\$694,238,272	\$340,110	\$322,751	\$250,000	113	147	94.89%	2414	13.46

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2011	214	\$66,326,669	\$326,951	\$309,937	\$251,940	98	124	94.79%	2424	11.32
September	2011	152	\$43,271,916	\$295,248	\$284,683	\$234,847	107	128	96.42%	2421	15.92
October	2011	160	\$50,912,346	\$334,759	\$318,202	\$266,000	119	170	95.05%	2389	14.93
November	2011	158	\$49,978,018	\$329,630	\$316,316	\$245,175	109	128	95.96%	2227	14.09
December	2011	177	\$54,725,154	\$329,653	\$309,181	\$238,000	148	179	93.78%	2031	11.47
January	2012	132	\$36,783,054	\$294,730	\$278,659	\$233,810	121	174	94.54%	1912	14.48
February	2012	131	\$36,412,090	\$295,973	\$277,954	\$205,000	125	173	93.91%	1932	14.74
March	2012	216	\$63,649,149	\$306,682	\$294,671	\$250,000	113	149	96.08%	2021	9.35
April	2012	213	\$65,875,917	\$329,218	\$309,276	\$245,000	108	169	93.94%	2197	10.31

May	2012	254	\$75,187,239	\$305,411	\$296,012	\$259,917	101	141	96.92%	2245	8.83
June	2012	297	\$98,049,081	\$346,354	\$330,131	\$260,000	95	132	95.31%	2284	7.69
July	2012	202	\$62,594,663	\$322,891	\$309,874	\$266,125	93	112	95.96%	2288	11.32
Annual:		2306	\$703,765,296	\$320,271	\$305,188	\$250,000	109	146	95.29%	2198	11.43

Annual:	2008 - 2012	8650	\$2,830,171,089	\$344,527	\$327,187	\$259,000	111	145	94.96%	2395	13.29
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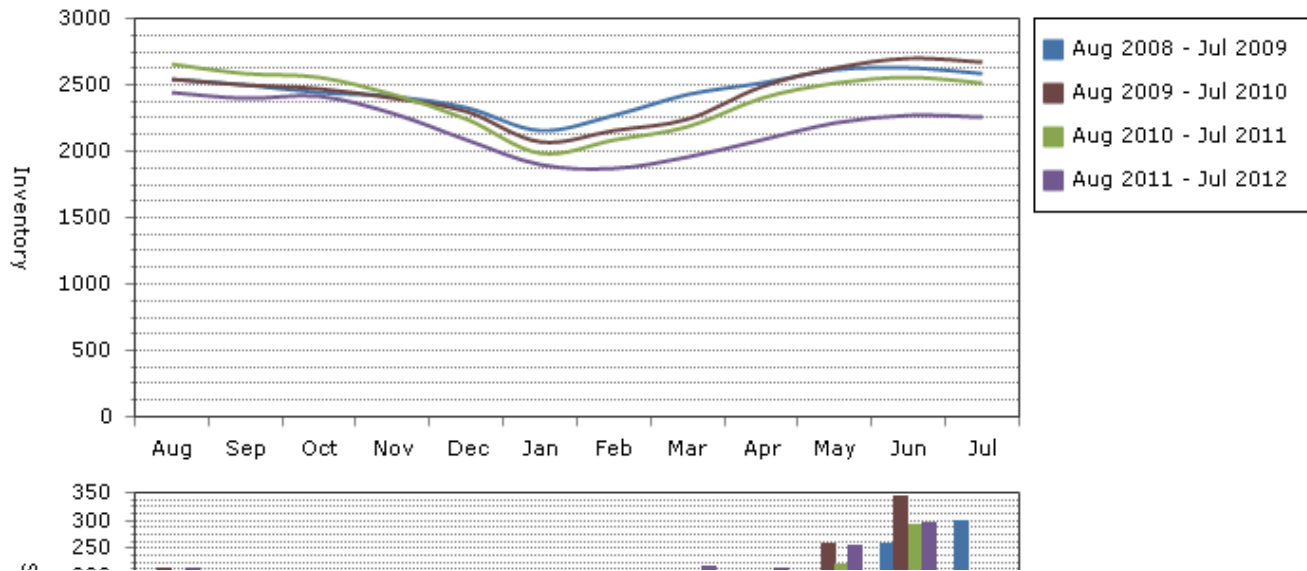
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

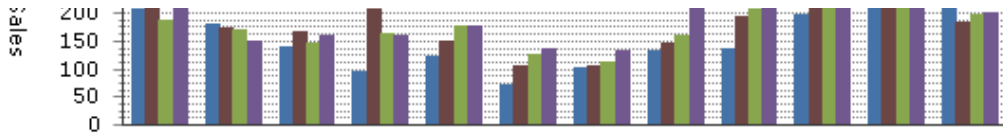
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

This reflects how many months it would take to sell out of inventory at the current month's rate of sale.

- Total Months Inventory = Total Current Inventory / (Total Monthly Sales/12 Months)

Sales and Inventory: 8/1/2008 - 7/31/2012





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Prepared by JIM DUNCAN of NEST REALTY GROUP on Tuesday, August 07, 2012 3:14 PM.